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# Example of Commercial Account Executive Job Description

Our growing company is looking for a commercial account executive. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for commercial account executive

* Manage the sales process start to finish, and then work to expand it
* Be proactive and have an amazing results driven outbound prospecting process
* You will understand how data can help you build and close an amazing pipeline
* Assess prospective customer needs and make sure our product is going to be a good fit for their needs
* Get to the real understanding of what a customers true business needs / goals are before you waste a lot of time chasing nothing
* Understand how to be a consultative seller, and why that’s so critical to winning happy customers
* Occasionally travel to some of the world's most amazing companies to close business
* Occasionally, attend a tradeshow or two to help us get the world out and generate leads
* Keep track of all the great things you do every day in Salesforce
* Understand our products, pricing and processes

## Qualifications for commercial account executive

* A quick learner and the desire to take on additional duties when required
* Extensive experience selling technology solutions where you were recognized as a top performer
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* French native, English
* Preferred experience in IT or other technology sales industry
* Proven track record working with Partners including Cisco, Dell Technologies, HP, IBM, to build strategic and cooperative sales campaigns together